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To: Roxanna Roda, NNSA (by email)

From: Kevin Holsapple, Executive Director (505-661-4806, [Kevin@losalamos.org](mailto:Kevin@losalamos.org))

**Subject: Transmittal of Input to the NNSA Source Evaluation Board**

Please find attached LACDC input to the NNSA SEB discussed on our telecon with the Board. Please accept this as formal input to your process.

I am the point of contact at LACDC for follow-up, further discussion, or assistance to potential contractors.

## LANL and Corporate Citizenship

### Background

The acquisition plan published by NNSA for the procurement to select the future M&O contractor for operating Los Alamos National Laboratory contains the following guidance in section II.R.(4):

*“Corporate Citizenship. With the exception of those activities required by statute or existing agreements, NNSA will not prescribe which outreach (e.g., educational, economic development, charitable) activities in which an offeror should propose to engage. As recommended by the National Research Council, offerors will be required to include a corporate citizenship segment as part of the overall proposal. This segment of the proposal will be evaluated on its credibility and expected benefit to the region for educational and economic development.”*

Directly applicable provisions of NNSA’s acquisition objectives in section I.A.(4) include:

*“The ability to recruit and retain an excellent and diverse staff and promote an environment that enables staff to excel.”*

*“Foster Corporate Citizenship by implementing an innovative approach to educational outreach, technology commercialization and economic development in the local community in partnership with State, tribal and local governments and community organizations.”*

Los Alamos Commerce & Development Corporation (LACDC) is a not-for-profit economic development corporation whose mission is to provide for a viable community through a sustainable economy. LACDC programs and activities include the Los Alamos Research Park, the UNM-LA Small Business Development Center, the Los Alamos Chamber of Commerce, the Los Alamos Meeting and Visitor Bureau, and Los Alamos MainStreet. Our organization is uniquely positioned to help offerors understand the local economy and to work together with the NNSA and the LANL M&O contractor on activities that will benefit the area’s economy.

### **LACDC Recommendations for LANL Contract Offerors**

**Four key areas of initiative that hold excellent potential for addressing the corporate citizenship requirement including proactive use of the Research Park property to increase/diversify economic activity, increase the value to technology companies from locating in the region, providing demand for downtown redevelopment, and priority facilitation of completion of land transfers.** Following is a more detailed description of each of these:

- 1) Identify the technology areas that possess that greatest potential for building a case for joint LANL-industry-academia collaborative work at the RP. Commit to jointly pursue development of sufficient physical space to house these activities. Set a goal for a significant “research center” to come into being at least every two years until the RP is built out. A “research center” would be characterized as a) having capabilities of significant interest to industry/academia collaborators, b) providing significant value-added benefit to industry/academia collaborators/partners who co-locate research activities with it (through proximity and access to people, technologies, and/or facilities), and c) having a marketing plan in place for attracting interest in co-location.
- 2) Establish goals and implement an approach to increase CRADA's, licenses, and procurements with regional technology companies and organizations. Support technology companies and organizations in stabilizing their operations in the region. Support the success of technology companies and organizations located in the region through proactively seeking opportunities for and facilitating collaboration and LANL utilization of products and services provided by the companies.
- 3) Increase occupancy of office space in downtown Los Alamos in order to contribute to the demand for space and services needed to drive redevelopment. As a first choice, place non-classified, office-oriented work into quality office space in downtown Los Alamos. Utilize GSA leases as the contracting mechanism for M&O space needs as well as for sub-tier contractor space needs to provide a more stable, financeable commitment to developers of the space needed. Participate with the County government in establishing effective public transit linking downtown with TA-3 to make it easy for people to move between the work locations. Occupancy of storefront space by office uses should be shifted to occupancy of new office space as it becomes available.
- 4) Place a high priority on expediting any LANL actions required as part of the land transfer process. Seek to minimize the time to affect useable transfers. This is important to the community as a key issue we face is the availability of land for locating additional housing and economic activity. While the LANL M&O contractor does not control the land transfer process, their participation through clearing sites, remediation, and negotiating transfer processes on behalf of NNSA can effect the pace of the processes.

LACDC would seek to work with offerors, and subsequently with the selected contractor for the best possible corporate citizenship outcomes. We would be glad to provide our ideas about reasonable metrics that could be associated with these initiatives. We are also very interested in working on regional initiatives that hold potential benefit for all regional participants.